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Caribbean Basin

Market Development Reports

Nursery Market Report

2004

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Report Highlights:

Meeting the demands of development, maintenance and household decor is a challenge for local growers in most Caribbean countries. As a result, caribbean nurseries, landscaping companies and developers have turned to imports from the United States to supplement locally grown products. In 2003 U.S. exports of nursery products destined for the Caribbean totaled \$4.4 million and are projected to rise; sales in the first three months of 2004 show a 40% increase over the same period in 2003.

Includes PSD Changes: No
Includes Trade Matrix: No
Unscheduled Report
Miami [C11]
[C1]

SECTION 1: MARKET SUMMARY

One element essential to any thriving tourism industry is a picturesque landscape. Recognizing this, Caribbean countries give their lush, tropical environment top priority. However, attempting to meet the demands of development, maintenance and household decor can prove challenging at times for local growers. This explains why Caribbean nurseries, landscaping companies and developers have turned to imports from the United States to supplement locally grown products.

A. Market Size

In 2003, U.S. exports of nursery products destined for the Caribbean totaled \$4.4 million and are projected to increase; sales in the first three months of 2004 show a 40% increase over the same period in 2003. On average, we estimate that the U.S. market share of nursery products in the Caribbean is 85%, ranging between 12 percent in Grenada to 99 percent in the Bahamas.

With over 60% share of the total U.S. nursery product export to the Caribbean, the Bahamas is by far the largest market in the Caribbean for American, and more specifically, Florida nursery exporters. This report covers all of the Caribbean islands including Bermuda and excluding Jamaica, the Dominican Republic and Haiti. Please consult our office in the Dominican Republic for information on these countries (see Section VIII). Other major Caribbean importers of nursery products include Turks and Caicos, the Cayman Islands, the Leeward-Windward Islands (Anguilla, Antigua-Barbuda, British Virgin Islands, Dominica, Grenada, Montserrat and St. Christopher-Nevis), Aruba and the Netherlands Antilles (Curacao and Bonaire, St. Maarten) (see figure 1). Although diverse, the relative percentages of market share have not changed significantly over the past 10 years.

Live plants with roots, cuttings and slips, shrubs, trees, bulbs and tubers are respectively the most imported nursery products in the Caribbean. In most islands live plants comprise the majority of nursery imports. However, in Trinidad and Tobago import is generally reserved for bulbs and tubers. Trees and shrubs are less often replaced yet remain strong imports because of their immediate availability from the larger U.S. agricultural supply (see figure 2). Cut flowers are excluded from this report because although the majority is shipped through the United States, most originate from other countries.

B. Contributing Factors

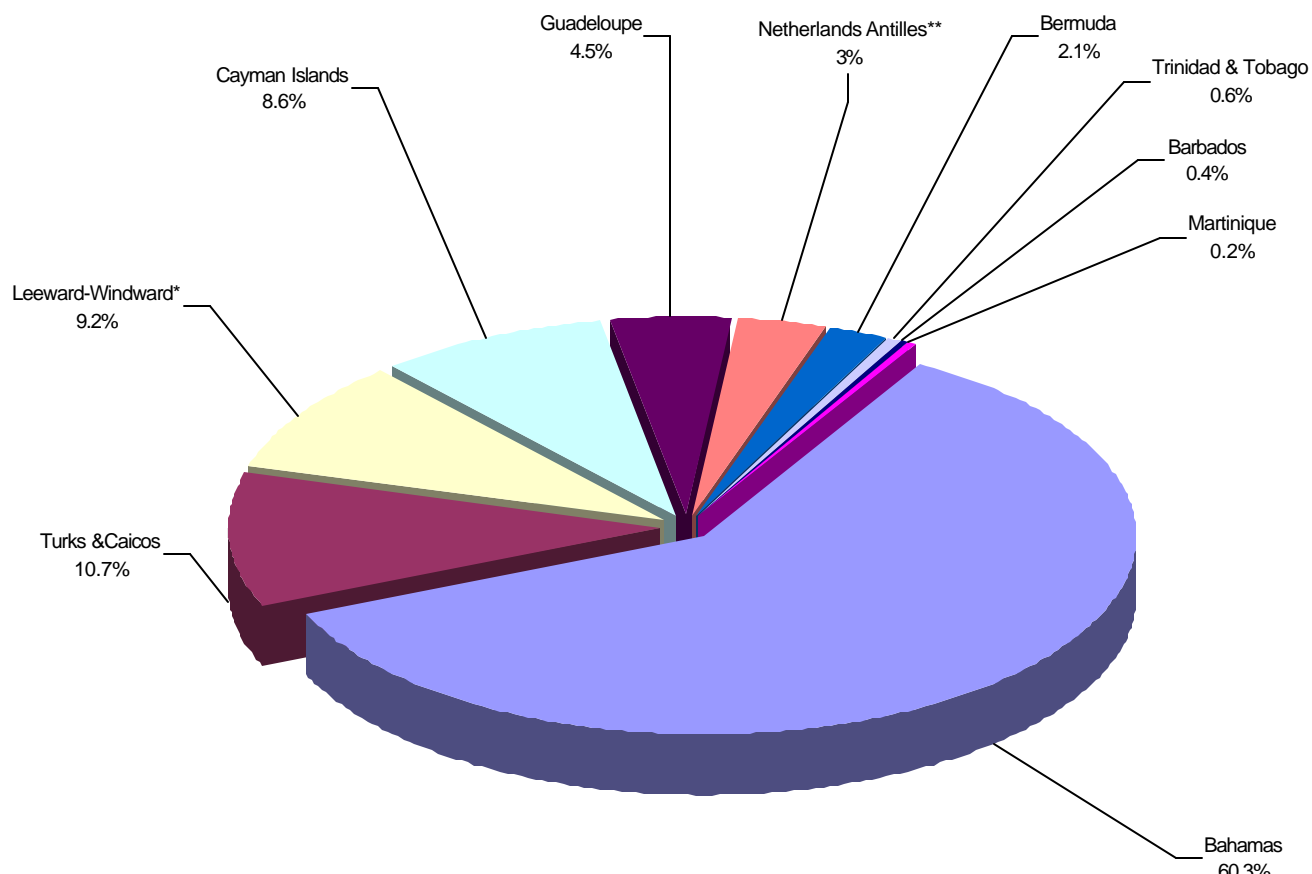
Clearly all of the countries in this region have a tropical climate favorable to the year-round cultivation of trees and plants; yet several factors contribute to the variation in nursery markets amongst the Caribbean islands. Aspects of demand, local production, trends, and government influence all affect the Caribbean's import of nursery products. Although the Caribbean market is for the most part consistent, any individual country of interest should be explored for effective market entry.

One important factor, overall demand, differs according to the level of tourism-related land development and size of each island. Development and renovation can

be lucrative for U.S. exporters. For example, the increase in annual spending on nursery products for golf courses can run well over five times the average annual spending. Commercial

developments like hotels, resorts, golf courses and casinos are nursery product consumers that are dependant on tourism. When nursery products are necessary for the completion of development or during renovation, and the local environment is unable to provide sufficient supplies, imports from the United States are essential. This confirms that the role of even one major hotel on an island can lead to a rather sharp change in U.S. exports of nursery products.

U.S. Nursery Products Exported to the Caribbean by Country, 2003



Source: Foreign Agricultural Service, BICO Report, 2004

Figure 1

* Leeward-Windward Islands=9% :Anguilla, Antigua & Barbuda=48%, British Virgin Islands=16%, Dominica, Granada, Montserrat, St. Christopher-Nevis=31%, St. Lucia and St. Vincent & the Grenadines

** Netherlands Antilles: Aruba, Curacao and Bonaire

Other consumers of nursery products in the Caribbean include homes and government properties. Another major impact on demand arises from the scores of retiring American baby-boomers

becoming permanent or at least seasonal residents of Caribbean countries. Affluent expatriates and returning Caribbean-Americans are building new lavish homes on the hills overlooking the ocean. The beautification of home gardens and housing complexes requires installation and maintenance, though on a smaller scale than hotel developments and renovations. Additionally, the governments of Caribbean countries also play a role in nursery product demand as they are also seeking landscaping for government owned properties such as airports, government offices, and schools, based on need and available funding.

U.S. Nursery Products Exported to the Caribbean by Category, 2003

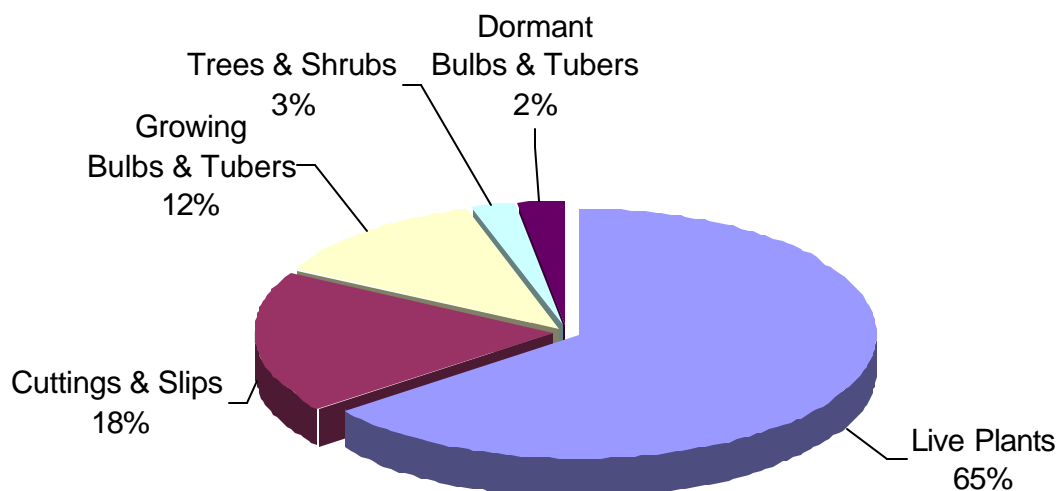


Figure 2

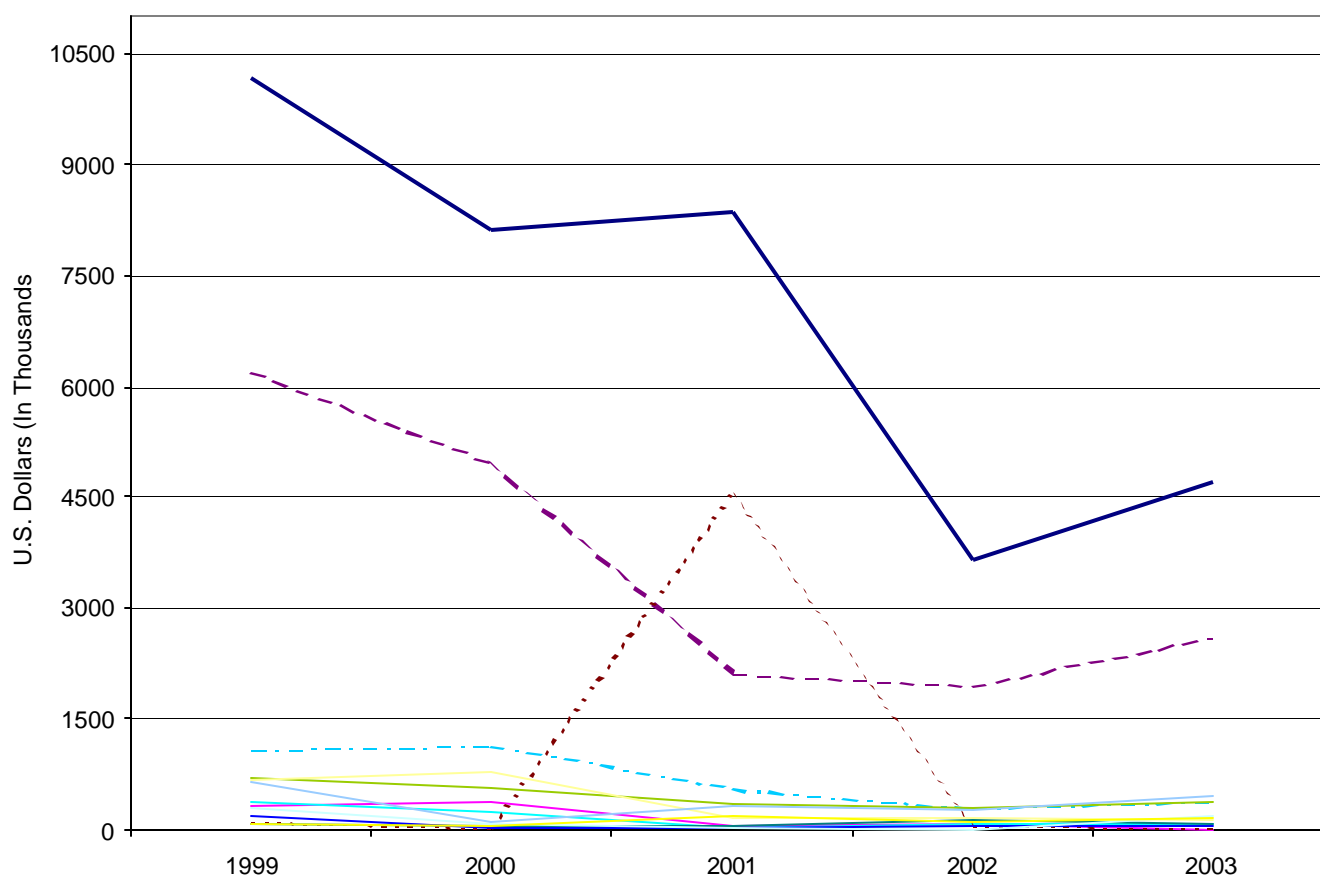
Another factor, production capacity for local supply, affects imports of nursery products. For example, a number of countries like the Bahamas and the Cayman Islands have selected areas of managed agricultural land that are subsidized by local government. Nevertheless, both production and the range in the types of products grown have been insufficient in satisfying the growing need for nursery products in many countries. Conversely, in Trinidad and Tobago, the overall importation of nursery products is very low due to less dependency on the tourism industry and more available resources for the local cultivation of plants.

Nursery product export to the Caribbean is blossoming again after the downturn experienced as a result of the events of September 11th, 2001. Due to the close link between tourism and development and landscaping, a drop in one industry results in a drop in the other. U.S. export data shows that exports were continuing on a high level of almost \$10 million in 2001, but when the terrorist attacks and the subsequent decrease in tourism occurred, the results were drastic, as revealed in trade statistics the following year. U.S. Census data show a decrease of nearly 58 percent for the total nursery product exports to the Caribbean in 2002. However, a 27 percent

increase in 2003 shows a turnaround in U.S. export of nursery products. Even better news for U.S. nurseries, this trend is expected to continue, as early results for 2004 show another increase in export from 40 to 65 percent. Please also note that a sharp rise and fall in the line graph of 2001 exports to Barbados is mainly due to the now completed renovations at the local Sandy Lane Resort (see figure 3).

The local government officials responsible for agriculture or the environment have jurisdiction over nursery imports to the islands of the Caribbean. While restrictions on import vary from country to country, the governments as a general rule accept phytosanitary certification from the USDA's Animal and Plant Health Inspection Service (APHIS), and other widely accepted forms

U.S. Export of Nursery Products to the Caribbean by Country 1999-2003



Source: Foreign Agricultural Service, BICO Report, 2004

Figure 3



of documentation in more specific cases. Where requirements ban the import of specific species or plants with soil, officials can confiscate them and either destroy or return the shipment. Plants found with pests or diseases and those without the necessary documentation required for the import permit, will also be confiscated.

Some importers find the requirements very obscure and the permits issued by the local government difficult to obtain. With the shipment comes a true test for importers, whether the certification meets the permit's demands. Although restrictions are well founded, many importers still prefer the quality and type of plants and trees from Florida and are eager for an end to the recent stringent regulations on plants from the state. Officials from many Caribbean countries are working with the Florida Department of Agriculture to ensure that nursery products exported from Florida will be assessed for certification according to mutually agreed upon standards.

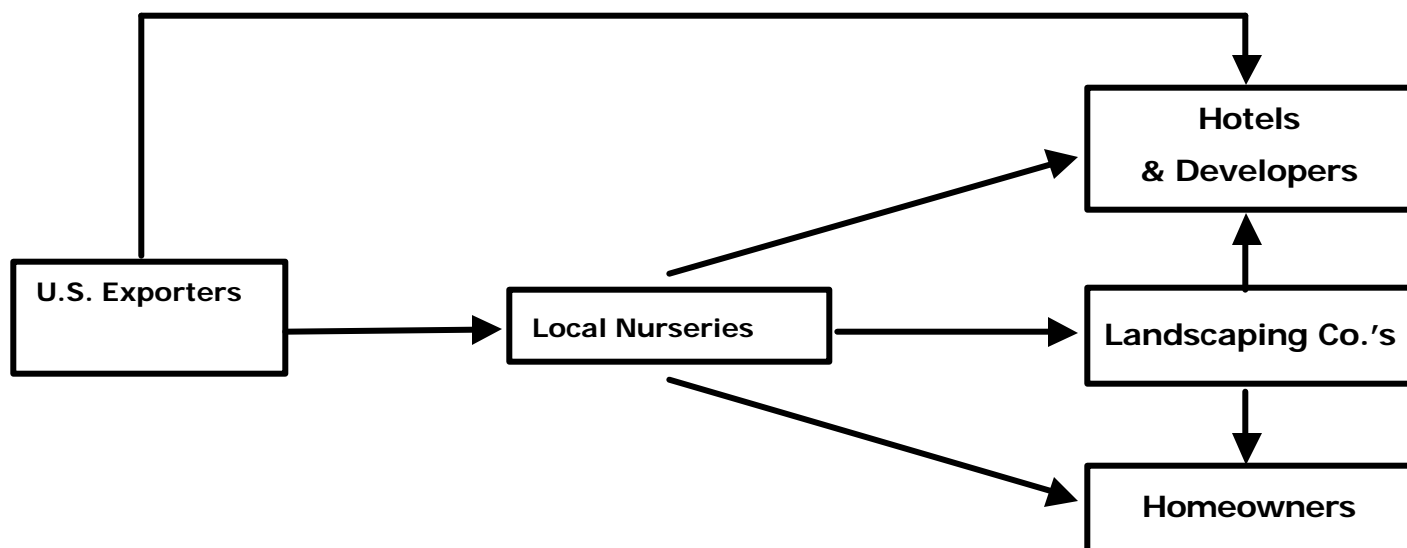
Advantages	Challenges
For neighboring countries like the Bahamas, export-shipping containers are established, sent frequently and easily adapted for nursery products.	Many Caribbean importers already have established U.S. nursery export relationships.
The tropical climate of the Southern United States, especially south Florida, is comparable to the climate in Caribbean countries, making for easier transplant into recipient land.	Some Caribbean countries have strict guidelines to protect against pests and diseases (ex. pink hibiscus mealy bug), which can mean that more attention must be paid to products destined for these countries.
The almost limitless supply of U.S. nursery products is of great value to islands with few local resources.	Many Caribbean nurseries will import plants, seeds and cuttings, then reproduce them when sufficient land and resources make it more cost effective to do so.
Caribbean importers of nursery products prefer the quality of service and product from the United States.	Other countries are supplying Caribbean importers with certain products that they cannot import from the United States because of local restrictions.

SECTION II: ROAD MAP FOR MARKET ENTRY

Market Structure

The market for nursery products can flow through several paths in the import sequence. A primary path is through local nurseries, which have the largest quantity of imports. Commercial property managers can either import directly, source through the nursery or contract a landscaping company that will then turn to the nursery for them. Individual landscaping companies usually acquire their imports through local nurseries. In addition, homeowners also go to either a local nursery directly or hire landscaping companies.

Product Flow for Imported Products:



A. Nurseries

Entry Strategy

For most nurseries, imported products are obtained from brokers in the South Florida region. This makes sourcing their daily nursery products and new plant species easier and more efficient. In cases where they have found nurseries with plant types that are in constant demand, such as palm trees, they will typically import direct from the source.

Most nursery owners and managers have attended past Florida Nurserymen and Growers Association's (FNGA) Tropical Plant Industry Exhibitions (TPIE) typically on the third week of January in Fort Lauderdale, Florida. Importers prefer to make nursery contacts at the shows or by word of mouth, and will follow-up with a visit to their nursery in the United States mainly Homestead, Florida. Bermuda is the exception; northeastern nurseries are sometimes preferred for reasons of similar climate and lower freight charges.

Typically, the most often imported products to local nurseries are live plants. Requests for nursery products are usually made from past preference or by simply seeing a product pictured in a magazine. The average homeowner in the islands that can afford to landscape is interested in plants of all types including trees, bushes and flowering plants like orchids. In the Cayman Islands homeowners buy mostly perennials, some trees and shrubs, seed and bulbs. Landscaping companies there are generally purchasing trees, shrubs, and perennials.

The total import of trees and shrubs will increase dramatically depending on the status of new developments. When a resort or golf course is near completion, the developer, hotel chain regional office or local nursery will order the trees and shrubs. When a homeowner or commercial property manager approaches the nursery with a request for a new non-local product, the nursery will proceed to their broker in the United States to determine availability of the product and the price. They will also consult a plant sourcing guide or plant "locator" booklet to search for a particular species and contact exporters accordingly. Sourcing new varieties is very

important for importers since islands are only so large and holding a wider assortment of products gives them an advantage over the competition.

The client base for nurseries can vary between a mix of homeowners, landscaping companies and commercial properties. Local nurseries usually offer their own landscaping services. Some actually say that their landscaping business is their other chief profitable interest. Nurseries in Bermuda are split between those serving homeowners and commercial properties.

U.S. exporters must keep in mind that importers must first apply for an import permit. Then, based on general restrictions or on a case-by-case basis, the authority will make a decision on issuance of the permit. Plant health regulations vary from country to country and are available through the local government or from the USDA's Animal Plant Health Inspection Service's website at <http://www.aphis.usda.gov/ppq/pim/exports/>.

Most nursery products including trees and shrubs, are shipped to Caribbean importers via sea. For example, shipping companies offer weekly service to the main port in Providenciales, Turks and Caicos. For large plants and trees, shipping companies will use large open-top or flat racks. Shipping service from Florida nurseries is generally offered from either Port Everglades or Miami. Air shipments are used for small plants, cut flowers and seeds. Nurseries in Grand Cayman, Cayman Islands fly products from Georgia because the commercial carrier will fly non-stop and it generally has more available space in the cargo area of the passenger planes. Otherwise, cargo space in a flight arriving from Fort Lauderdale or Miami is sometimes over-booked, or the flight might include a transfer to another plane in Puerto Rico. Delays in shipment are serious but still not a frequent or major problem.

Some nurseries have had quality issues in which the landed product is reportedly of inferior quality to what was originally ordered. Because of the difficulties associated with returning these types of products, local nurseries often get "stuck" with the product in these cases. However, it is important to note that these cases are quite rare. Nonetheless, when they do occur, word of disappointed customers generally travels quickly around the country and to nursery businesses in neighboring islands as well.

Planting the seed for export to Caribbean islands can be a demanding yet rewarding venture for U.S. exporters of nursery products. Recognizing the special needs of the region, just as with any export scenario, will help make the process smoother and more lucrative.

B. Hotels and Golf Courses

Entry Strategy

Although contact made at trade shows is the preferred method of introducing nursery products for export, knowledge of the recent development patterns on the islands can give both new and experienced U.S. exporters a better idea of the size of market and a head start on the best contacts. New developments and refurbishments are listed in the Caribbean Hotel Association (CHA) Construction Report, updated quarterly. For membership and details, visit their website at www.caribbeanhotels.org.

Golf courses, resorts and hotels are by far the largest consumers of U.S. nursery product exports to the Caribbean. These properties have various purchasing arrangements, sometimes through American-based offices. In most chain hotels, the main office's purchasing arrangement is to accept the U.S. nursery as a vendor and then allow the hotel to place orders directly from the islands. Otherwise the order is sent to the U.S. office, and they will in turn purchase from the vendor. Still, many chain hotels take the most common route, of purchasing through local nurseries.

Nursery products commonly imported for golf courses mainly consist of shrubs, and grass where possible; depending on the stage of development and maintenance they will also import trees. Hotels import flowering indoor and outdoor plants more frequently and a reduced amount of grass over time.

Hotel and golf course management will sometimes supplement local purchases by importing directly from U.S. exporters. Though most often they source orders from local nurseries, they sometimes have difficulty in filling some larger orders. In Turks and Caicos, it has primarily been the nurseries that do the direct import to supply these properties. A key indicator is supply of local nurseries versus size of developments.

On islands with smaller nurseries and less managed agriculture, a large hotel or resort will usually import directly. However, when ample products are available through nursery sourcing, hotels and golf courses will usually rely on them instead. Usually hotel and resort general managers or engineering managers will shop around all of the local nurseries for exactly what they need or for the best price.

Major resort developments and golf courses in Nassau, Bahamas are importing directly when local nurseries cannot supply their needs. Several hotels and resorts said they would be interested in forming direct import relationships with Florida exporters, but have not made the transition yet. Contacting the manager of the hotel or golf course grounds or general manager before going through the nursery would allow a U.S. exporter to identify those interested in importing directly. For those interested, most would still prefer to go through a broker in the United States. If a large order is to be placed, they are more likely to put it through one nursery. In Grand Cayman, hotels will purchase more flowers and plants in December when tourist season arrives at its peak and hurricane season ends in order to maximize their maintenance schedule.

Proposed Construction and Development Through 2006	
<i>Country</i>	<i>Number of Developments</i>
Anguilla	1
Antigua & Barbuda	1
Aruba	3
Bahamas	6
Barbados	10
British Virgin Islands	3
Cayman Islands	3

Curacao	6
Dominica	2
Grenada	3
St. Kitts	4
St. Lucia	7
Trinidad and Tobago	3
Turks and Caicos	5

* Caribbean Hotel Association, Construction and Modernization Report, January/February 2004

C. Landscaping Companies

Entry Strategy

The best choice for approaching this market is through the local nurseries. When talking to nurseries, ask what nursery products local landscapers are requesting. Searching among the nurseries for competitive prices on the island is about the only choice an individual landscaper has in this region. Contact with Caribbean landscape company owners or managers is an option for further inquiry, if necessary.

Landscaping companies are usually small operations with predominantly homeowners as clients. The local nurseries can easily meet the landscaping company's periodic need for ornamental plants, which means they rarely buy direct from U.S. exporters. Nurseries usually meet their demand, and in the end the overall benefits of purchasing nursery products through another business will far outweigh the higher cost, time and effort of direct import. Most do not attend nursery trade shows.

Sub-Sector Profile

Housing Development and Property Management Companies

The best option for introducing your product to housing development and property management companies is through the local nurseries. Local businesses that work in property development and property management companies are listed with local chambers of commerce or through the CHA Construction and Modernization Report. Direct contact with developers could potentially become a fruitful connection.

One noted difficulty for these local businesses is that too few local landscaping companies or nurseries result in a lack of competition or choice in product and/or service. Most property management companies are located on the individual Caribbean islands, whereas larger-scale development companies are more often found overseas, in the United States and other countries.

D. Supermarkets

Entry Strategy

Brokers or wholesalers are still the preferred method of sourcing for supermarkets in the Caribbean. Contact the produce or floral department manager of the largest supermarkets on each island. They are typically looking for cut flowers, Christmas trees and small plants. Most supermarkets limit their plants, if they even import them directly, because importing plants in soil is difficult or not allowed in some cases. Cut flowers face no restrictions in most Caribbean countries.

More high-end supermarkets in the Caribbean found in countries like Bermuda, Cayman Islands, and the British Virgin Islands are expanding their floral and ornamental plant sections. Although nurseries are still the main importers of Christmas trees in the holiday season, a large number of these supermarkets serve as an outlet. Some will also purchase small plants through local nurseries as well.

SECTION III: COMPETITION

Imports from South America, Canada and other competing countries also take place, but together they account for only about 15 percent of the Caribbean market. Sourcing nursery products from Jamaica is on the rise. Some imports are sourced from Cuba and Haiti. However, the quality of both product and service is not quite up to par with U.S. standards. Freight charges are also higher from Haiti and other less frequently traveled ports.

Seeds from New Zealand are preferred for the nursery's own use. The seeds are distinctively packaged in vacuum-sealed containers and are marketed as specifically modified to grow in the Caribbean. Word of mouth and experience seem to be the reason why, Caribbean-wide, the import of seeds from New Zealand has caught on.

Christmas trees are a large import item in Bermuda as well as in other islands. Bermuda has been importing mostly Canadian spruces for many years, but has become more interested in sourcing these trees, specifically Frazier Furs, from the northeastern United States. Recently, most Caribbean countries have switched to sourcing poinsettias from Holland and Denmark due to plant health restrictions on plants from Florida.

Some nurseries in Turks and Caicos import trees from the nearby Dominican Republic. Otherwise, the closer proximity to other countries like Cuba and Jamaica have not had a great impact on the import of most nursery products because the quality of U.S. products is still preferred. Trinidad and Tobago is also in close proximity to Colombia, and sourcing certain products from there often allows Trinbagonian companies greater efficiencies in terms of both cost and time. The Netherlands Antilles and several other islands import some bulbs and tubers, but mostly cut flowers from the Netherlands.

For consumers, the country of origin usually does not matter.

Product	Competitor
Bulbs and Tubers	Netherlands
Cut Flowers	Netherlands and other non-U.S. sources
Douglas Fir and Other Spruces	Canada

Palm and other Trees	Dominican Republic
Poinsettias	Holland and Denmark
Seeds	New Zealand

SECTION IV: BEST PRODUCT PROSPECTS

A. Products present in the market, which have good sales potential

Palm trees
 Flowering plants & bushes
 Seeds (specifically grown for the Caribbean)
 Bulbs and Tubers (Trinidad & Tobago)
 Roses – Live Plants (Bermuda)
 Christmas trees- Frazier Fur (Bermuda)

Nurseries and their clientele look for and are always interested in new plant varieties. Seeds made to grow in special Caribbean climates are in demand. For Trinidad, a country less dependent on the import of nursery products, the import is primarily of bulbs and tubers, from the United States and other non-U.S. sources.

Products not present in significant quantities but which have a good sales potential

Orchids, in general, are in high demand, and interest is growing. However, local governments are requiring more stringent export certification. The result is that some orchid exporters are refusing to go through the increased workload to process the plants for export and are avoiding requests from importers. In addition, the increased paperwork results in higher prices, which can be considered too high by end consumers.

Products Not Present Because They Face Significant Barriers

Citrus trees from the United States (especially Florida) have severe restrictions based on threats from plant pests and diseases that can threaten production in Caribbean islands. However, in an effort to produce fair and effective standards and guidelines, the Florida Department of Agriculture as well as other U.S. government entities are working closely with the concerns and requests of Caribbean officials.

SECTION V: EXPORT REQUIREMENTS

Each Caribbean country has different requirements for nursery products that are exported to them from the United States. Typically you will need an export certificate from APHIS and may also need a plant import permit as specified by the country of import. The sites below provide the regulations for each country. However, we encourage you to talk with your importer to find out how the regulations are actually implemented.

Division of Plant Industry

www.doacs.state.fl.us

Tel.: 352-372-3505

Fax: 352-955-2301

Florida Department of Agriculture and Consumer Services

Nursery stock inspection provides the basis for certification of plants for export in the foreign marketplace. Select *Plant Industry Division*, then click on *All Permits for Plants and Pests* on left.

Phytosanitary Issues Management

www.aphis.usda.gov/ppq/pim

Tel.: 305-526-2825

Fax: 305-871-4205

Animal and Plant Health Inspection Service (APHIS), USDA

If you are exporting regulated plants and plant products, the USDA requires that you possess a valid USDA General Permit, and for live plants importers must also obtain phytosanitary permits from the destination country. Click on *Export Services* for details.

Convention on International Trade in Endangered Species (CITES)

www.cites.org Tel.: 011-4122-9178139

Fax: 4122-7973417

If you are exporting protected plants, check requirements with www.cites.org. CITES requires that all species covered by the Convention must be authorized through a licensing system.

Export Certification Project (EXCERPT)

<http://ceris.purdue.edu>

Tel.: 765-494-4967

Fax: 765-494-9727

Purdue University, Center for Environmental and Regulatory Information Systems (CERIS)

The USDA and uses the information in EXCERPT when certifying plant products for export (phytosanitary certification). Each foreign country's permit and certification requirements are listed, along with forms and contact information. Although this information can be obtained through inquiries to APHIS, access to this database is available by subscription only. Select *Export Certification Project*.

SECTION VI: TRADE SHOWS

★ Tropical Plant Industry Exhibition

www.fnga.org/shows.asp

January 15-17, 2004

Broward County Convention Center, Fort Lauderdale, FL

Tel.: 800-375-3642

Fax: 407-295-1619

TPIE appeals to all types of commercial plant buyers. Last year over 100 Caribbean nurseries attended this show.

★ Southern Nursery Association Trade Show

www.sna.org/tradeshow

August 1-3, 2004

Georgia World Congress Center, Atlanta, GA

Tel.: 770-953-3311

Fax: 770-953-4411

The SNA Show is a comprehensive North American horticultural showcase. In 2003 seven attendees were from Caribbean countries.

SECTION VII: SELECTED TRANSPORTATION AND SHIPPING LINES

Company	Islands Served	Telephone	Fax	Website
Bernuth	AG, BB, DA, GJ, GP, MB, MO, SM, SC, SL, VC	305-633-7711	305-635-9247	www.bernuth.com
Bon Bini Cargo, Inc.	AR, CU	305-594-1111	305-594-0013	www.bon-bini.com
Caribtrans	AC, AG, BB, DA, GJ, MO, SA, SB, SE, SC, VC, TD	305-696-1200	305-691-3786	www.caribtrans.com
Crowley American Transport	AR, AC, AG, BF, BB, BN, CU, DO, GJ, GP, MB, SA, SB, SE, SM, SC, ST, VC, TD	800-874-6769	305-470-4291	www.crowley.com
King Ocean	AR, BN, CU, TD	305-591-7595	305-593-9769	www.kingocean.com
Maersk, Inc.	BF, GP, MB, TD	305-220-6660	305-220-7081	www.maersksealand.com
Navieras	AC, GU, MO, SB, SC, TD	800-446-5569	800-881-0980	www.navierasbr.com
Seabaord Marine	AC, BB, TD	305-863-4444	305-863-7498	www.seabaordmarine.com
Tropical Shipping	AC, BF, BB, SB, SC, N, ST, VC, TD	305-913-8226	305-913-4902	www.tropical.com
Zapcargo Services	AC, BB, TD	305-592-0824	305-592-0896	www.zapcargo.com

Key			
AC-Antigua	BN-Bonaire	MB-Martinique	SC-St. Kitts & Nevis
AG-Anguilla	BVI-British Virgin	MO-Montserrat	ST-St. Lucia
AR-Aruba	CI-Cayman Islands	SA-Saba	VC-St. Vincent
BF-The Bahamas	CU-Curacao	SB-St. Barthelemey	TR-Trinidad & Tobago
BB-Barbados	GJ-Grenada	SE-St. Eustatius	
BD-Bermuda	GP-Guadeloupe	SM-St. Maarten	

SECTION VIII: POST CONTACTS**A. For more information and an importer list, please contact:****Caribbean Basin Agricultural Trade Office**

Foreign Agricultural Service
 United States Department of Agriculture
 909 SE 1st Ave, suite 720
 Miami, Florida 33131
 Phone: (305) 536-5300
 Fax: (305) 536-7577
 Email: cbato@cbato.net

Margie Bauer, Director

Email: cbato@cbato.net
 Omar González, Deputy Director
 Email: omar@cbato.net
 Graciela Juelle, Marketing Specialist

Email: cbato@cbato.net

Please visit our website for promotional activities, trade statistics and more reports on the retail and food service sectors and on food import regulations for several Caribbean islands.

<http://www.cbato.fas.usda.gov>

Dominican Republic Agricultural Affairs Office

Foreign Agricultural Service

United States Department of Agriculture

Ave. Pedro Henriquez Urena #133 4to. Pi

Edificio Reyna I (COMSER) La Esperilla

Santo Domingo, Dominican Republic

David Salmon, Agricultural Attache

Phone: 809-227-0112

Fax: 809-732-9454

Email: agsantodomingo@usda.gov

<http://www.usemb.gov.do/FAS/fasindex.htm>

Basic country information may be found in the **Central Intelligence Agency's** World Fact Book under the country of interest.

<http://www.odci.gov/cia/publications/factbook>

Department of Commerce

U.S. Commercial Service

Information on marketing U.S. products and services is in the Country Commercial Guide for most Caribbean countries.

<http://www.export.gov>

Click on *Market Research* link, then select *Country & Industry Market Reports*.

Department of State

Bureau of Consular Affairs

Links to United States Embassies and Consulates Worldwide

<http://travel.state.gov/links.html>

Foreign Agricultural Service, USDA

BICO Reports

Provides bulk, intermediate, and consumer-oriented agricultural product data per calendar or fiscal year.

http://www.fas.usda.gov/scripts/bico/bico_frm.asp

APHIS

Animal and Plant Health Inspection Service, USDA

Miami, Florida

Phone: 305-526-2825

Fax: 305-871-4205

<http://www.aphis.usda.gov/ppq/pim/exports/>

B. Other sources of Information on the Caribbean nursery market:**CARICOM**

Caribbean Community Common Market
P.O. Box 10827
Georgetown, Guyana
Phone: 592-226-9280
Fax: 592-226-7816
Home Page: www.caricom.org

Caribbean Hotel Association (CHA)

Head Office
P.O. Box
Phone: 305-443-3040
Fax: 305-443-3005
Home Page: <http://www.caribbeanhotels.org>
See bottom of the homepage for a listing of individual hotel associations.
The **CHA Construction Report** includes information on current and future development construction in the Caribbean including official contacts for each posting. To obtain a construction report you must be a registered member of CHA.
Click on Publications, then on Construction and Modernization Report for a sample.

CITES

Convention on International Trade in Endangered Species
CITES Secretariat
International Environment House
Chemin des Anémones
CH-1219 Châtelaine, Geneva
Switzerland
Phone: 011-4122-917-8139
Fax: 011-4122-797-3417
Home Page: <http://www.cites.org>

Florida Department of Agriculture

Division of Plant Industry
PO Box 147100
Gainesville, FL 32614-7100
Phone: 888-397-1517, 305-252-4362
Fax: 305-819-5361
Home Page: <http://doacs.state.fl.us/pi/>

University of Florida

Institute of Food and Agricultural Sciences
Miami-Dade County - South
18710 SW 288th St, Homestead, FL 33030

Phone: 305-248-3311

Fax: 305-246-2932

Home Page: <http://www.ifas.ufl.edu>